

# Vendor Introduction

Texas Department of State Health Services &  
Texas Education Agency  
K-12 Covid Testing Program

**Goodside  
Health**



# Who We Are

- **Goodside Health is the nation's leading provider of K-12 in school health services.**
- **Based in Texas serving over 1,000 Texas schools, from rural to urban areas.**
- **Parent company of Urgent Care for Kids and Virtual Care for Families, where we treat children and their families statewide through brick-and-mortar clinics as well as our virtual platform.**



# COVID-19 Testing Experience

- Partnered with El Paso community to design and operate drive-thru Covid-19 test sites when the community was initially hit with the pandemic and had few other testing resources
- Operated an on-campus health care clinic at Southern Methodist University in Dallas, where we tested faculty and staff daily for over a year
- Traveled weekly across the country to conduct testing for the Big 12 Conference, the American Athletic Conference, the Big 12 Championship Game, the Cotton Bowl, and the Sugar Bowl
- Conducted on-site testing for US Olympic Trial events and provided testing for additional sports including Swim/Dive, Wrestling, Gymnastics, and Track & Field
- We've continued to expand our congregate testing program to provide COVID-19 testing to large arenas, youth summer camps, and large employers



# Why Choose Us

- **Goodside Health has extensive experience with Covid-19 testing**
- **We understand schools especially healthcare services in schools, it is our core business**
- **We're Texas based with significant local resources.**
- **We have partnerships with the manufacturers of COVID-19 testing providing more secure supply pipelines**



# Current Testing Options

- **Quidel QuickVue**
- **Quidel Sofia**
- **Abbott BinaxNow**
- **PCR**
- **Future testing options will be evaluated as needed**



# Antigen Testing - Quidel QuickVue

## Quidel QuickVue

- \$19.00 per test
- Minimum order of 25 tests
- Results in 15 minutes
- Anterior nasal swab

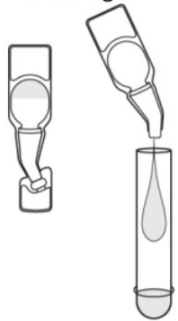


# Antigen Testing - Quidel QuickVue

## Steps for Use

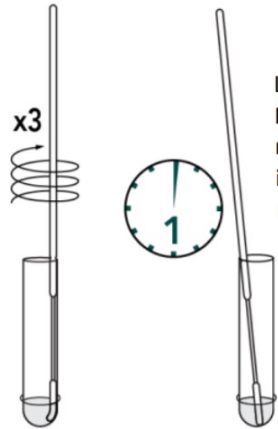
1

Dispense all of the Reagent Solution into the Reagent Tube. Swirl the Reagent Tube to dissolve its contents. NOTE: The Reagent Tube should remain in the tube holder for the entirety of the testing



2

Place the patient swab sample into the Reagent Tube. Roll the swab at least 3 times while pressing the head against the bottom and side of the Reagent Tube.



Leave the Swab in the Reagent Tube for **1 minute**. **Incorrect or invalid results may occur if the incubation time is too short or too long.**

3

Express all liquid from the swab head by rolling the swab a minimum of three (3) times as the swab is being removed. Discard the swab in accordance with your biohazard waste disposal protocol.



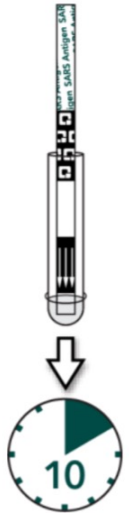
4

Place the Test Strip into the Reagent Tube with the arrows pointing down. Do not handle or move the Test Strip until the test is complete and ready for reading.

At **10 minutes**, remove the Test Strip

and read result within five (5) minutes according to the Interpretation of Results section on the other side of this card.

**Test strips should be read between 10-15 minutes. False positive, false negative or invalid results may occur if the strip is read beyond the recommended time period.**



# Antigen Testing – Quidel Sofia

## Quidel Sofia

- \$19.50 per test
- Minimum order of 25 tests
- Results in 15 minutes
- Anterior nasal swab
- This antigen test requires an analyzer to obtain results. Analyzer cost is \$1,200 per unit; schools/districts may need more than one analyzer

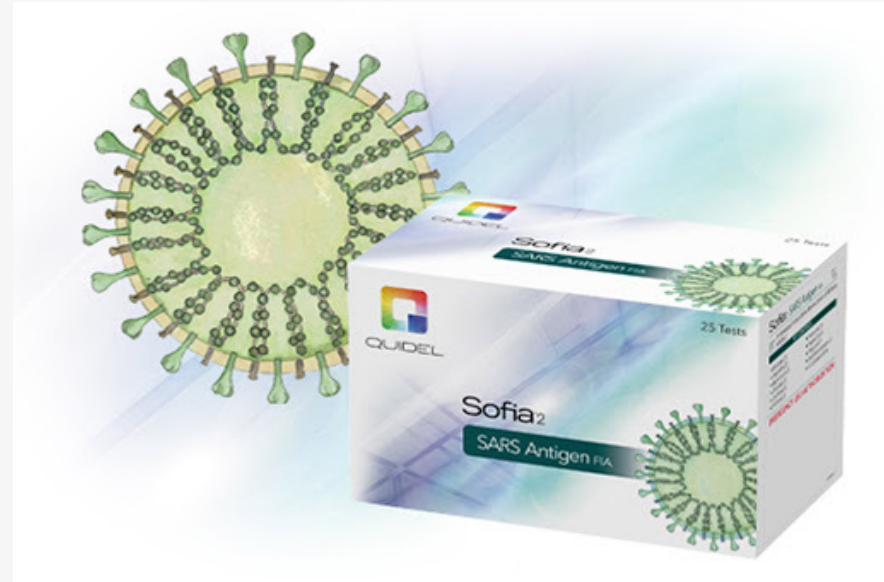




# Supplies Needed



Quidel Sofia2 Analyzer

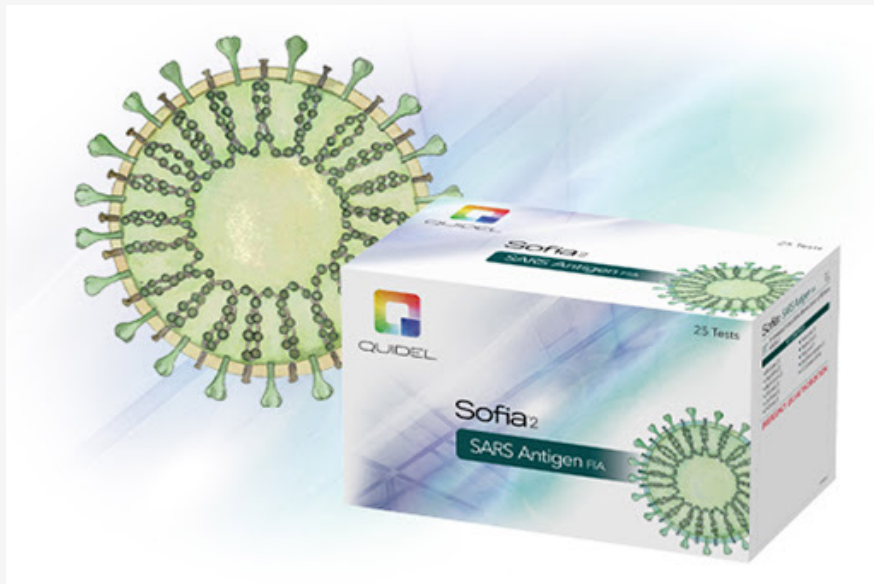


SARS Antigen FIA KIT

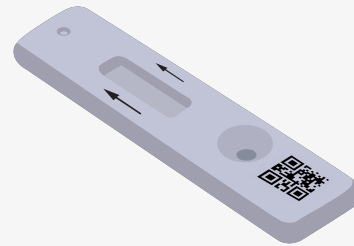


# SARS Antigen Kit Components

Inside the test kit you will find the following components:



SARS Antigen FIA KIT



Sample Cassettes



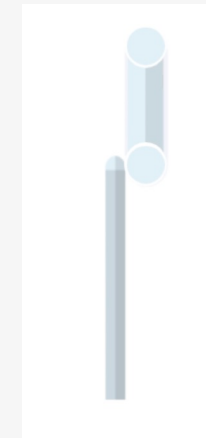
Reagent Tubes



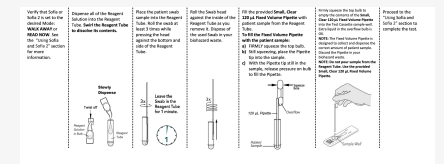
Packaged Nasal Swabs



Test Tubes



120 mL pipettes



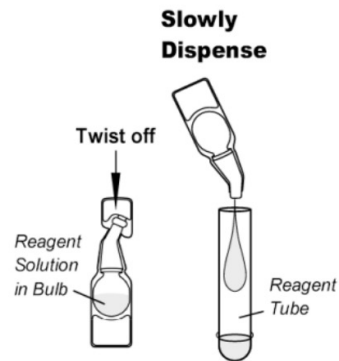
Quick Reference Card



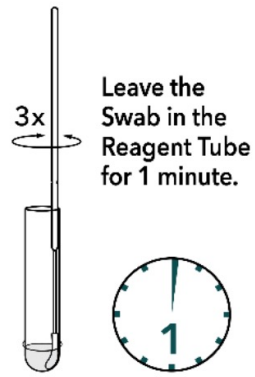
# Instructions for Use

Verify that Sofia or Sofia 2 is set to the desired Mode: **WALK AWAY** or **READ NOW**. See the “Using Sofia and Sofia 2” section for more information.

Dispense all of the Reagent Solution into the Reagent Tube. **Swirl the Reagent Tube to dissolve its contents.**



Place the patient swab sample into the Reagent Tube. Roll the swab at least 3 times while pressing the head against the bottom and side of the Reagent Tube.



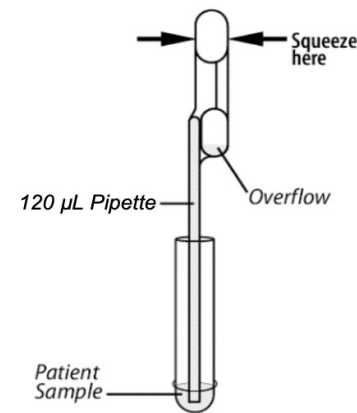
Roll the Swab head against the inside of the Reagent Tube as you remove it. Dispose of the used Swab in your biohazard waste.



Fill the provided **Small, Clear 120 µL Fixed Volume Pipette** with patient sample from the Reagent Tube.

**To fill the Fixed Volume Pipette with the patient sample:**

- FIRMLY squeeze the top bulb.
- Still squeezing, place the Pipette tip into the sample.
- With the Pipette tip still in the sample, release pressure on bulb to fill the Pipette.



Firmly squeeze the top bulb to empty the contents of the **Small, Clear 120 µL Fixed Volume Pipette** into the Test Cassette sample well. Extra liquid in the overflow bulb is OK.

**NOTE:** The Fixed Volume Pipette is designed to collect and dispense the correct amount of patient sample. Discard the Pipette in your biohazard waste.

**NOTE: Do not pour sample from the Reagent Tube. Use the provided Small, Clear 120 µL Fixed Volume Pipette.**



Proceed to the “Using Sofia and Sofia 2” section to complete the test.



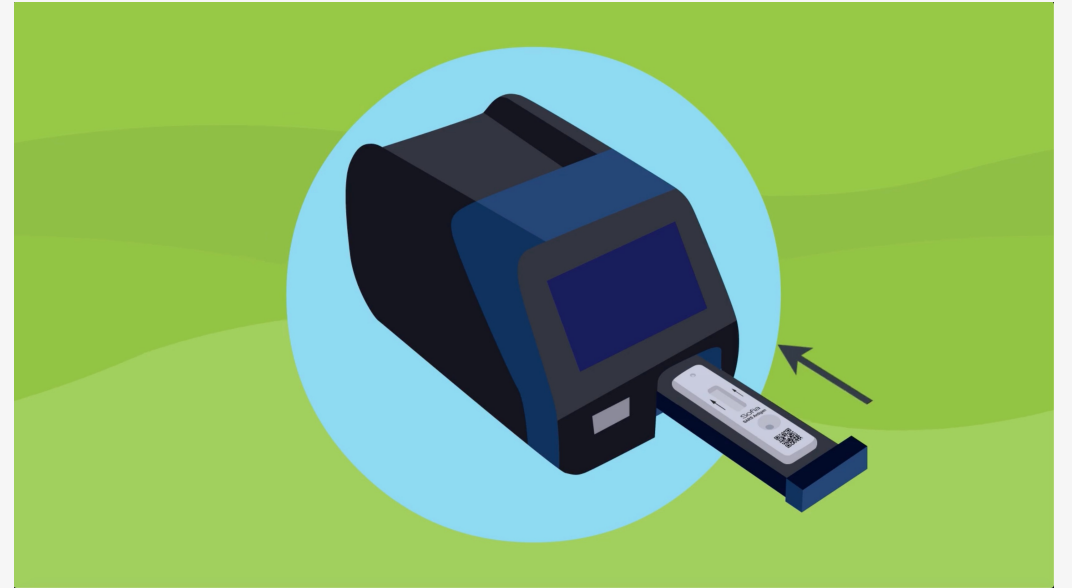
# Perform Testing

The sample must sit on the test cassette for 15 minutes prior to analyzing. The Sofia machines have two options to make this easy for staff:

**WALK AWAY** | This setting, if selected when you place test into machine, will set an internal timer of 15 minutes, and read the test at the end of the timer.

**READ NOW** | This setting allows for the patient sample to sit on the cassette for 15 minutes, using an external timer, and then the machine will read the result in 10 seconds once placed in machine.

**Sofia 2** will read the patient result whether positive, negative, or invalid.



# Antigen Testing - Abbott Binax Now

## Abbott BinaxNow

- \$19.00 per test
- Minimum order of 40 tests
- Results in 15 minutes
- Anterior nasal swab

*As of the filming of this webinar, 1/7/22, Abbott BinaxNow is on backorder nationally*



# Antigen Testing - Abbott Binax Now



**COVID-19 Antigen Test**



**Nasal Swabs**

**Extraction Reagent Solution**

**Test Cards**

**Timer/ Stopwatch\***

\*NOT INCLUDED IN THE KIT



# **Antigen Testing - Abbott Binax Now**

## **Steps for Use**

- 1. Collect patient sample**
- 2. Add solution to test card**
- 3. Insert swab to test card and rotate**
- 4. Close card and set aside for 15 minutes**
- 5. Read result from front of card**



# PCR Testing

## TaqPath COVID-19 Combo Kit by Thermo Fisher Scientific, Inc.

- Individual PCR
- \$105.00 per test
- Minimum order of 150 tests
- Results expected in 24-48 hours
- Anterior nasal swab





# Staffing

## On-site staffing

- Can conduct antigen testing or PCR specimen collection
- \$95.00 per hour per staff member
- 4 hour minimum
- Staffing costs include safe disposal of testing waste



# What Makes Us Different?

- **Healthcare provider at our core, not a lab**
- **Texas based multiple disciplinary healthcare provider with over 10 years of experience in the state**
- **Nurses, providers, and healthcare professionals on staff and supplement with staffing partnerships to deliver quality outcomes**



# Options to Partner with GSH

## 1. Purchase Tests to Self-Administer or Administration by District Staff

- District Testing Coordinator contacts Goodside Health at [testing@goodsidehealth.com](mailto:testing@goodsidehealth.com)
- Test Kits, consent form, results process, and training are provided to the Testing Coordinator

## 2. Purchase Tests and Staffing from GSH to Conduct Testing for District

- District Testing Coordinator contacts Goodside Health at [testing@goodsidehealth.com](mailto:testing@goodsidehealth.com)
- GSH will collaborate with the Testing Coordinator to develop an on-site testing plan tailored to your district's needs.
- GSH will conduct testing, send results to individuals being tested, and dispose of testing waste.



# Consent for Testing

- Goodside Health provides an electronic consent process. You will receive a link to share with students and staff to register.
- If district staff are conducting testing, the district is responsible for ensuring students and staff have consent to be tested.

**Goodside Health**

**K12 COVID-19 Testing Program**

[Terms & Conditions](#)

Do You Agree To The Terms & Conditions Above? \*

Yes  No

**Basic Information**

**2022 Goodside Health K-12 COVID-19 Testing Program**

By completing and signing this form I hereby confirm that I wish to participate in the COVID-19 testing program administered by Goodside Healthcare conducted in connection with my school district. I agree to be tested in accordance with the terms and conditions described in this Registration in addition to the Terms and Conditions connected above by hyperlink. Parent/Guardian consent is required prior to testing a minor student.

Person Being Tested Is a: \*

Student  
 Staff Member/District Employee

Name of Person Being Tested \*

First Name:  Last Name:

Date of Birth \*

Month:  Day:  Year:

Month, Day, Year (MM/DD/YYYY)

Parent/Guardian Name if Person Being Tested is a Minor

First Name:  Last Name:

Email Address - List parent's email if person tested is a minor \*

Phone Number \* School District

Confirm Email Address - List parent's email if person tested is a minor \*

Results will be sent to this email address



# Results and Reporting

- District staff will go to an online Goodside Health "Results and Reporting" site to submit test results.
- Students and/or staff who consent to be tested will appear here.
- When testing is complete, the testing facilitator will input individual results.
- Once results are submitted, the individual tested will receive results at the email address provided during registration. Parent emails are collected for results when a minor student is tested.



# Training Materials

- **Goodside Health will furnish all training materials for the test of choice, and the platform for reporting.**
- **These materials come by way of hard copy documentation to have on site for any needs, as well as digital training/videos that is readily available on site.**



# FAQs

## **How do we get started with Goodside Health?**

Contact us at [testing@goodsidehealth.com](mailto:testing@goodsidehealth.com)

## **When will we receive tests if we order with Goodside Health?**

We will contact you to confirm the request. You should receive tests and training materials within 5 business days.

## **If we want Goodside Health staff to run testing for our district, how quickly can you start?**

As soon as we receive the request, we will discuss your needs and develop a plan for your district. Our staff will be on-site ready to begin testing within 10 business days.



# Next Steps

If you are interested in partnering with Goodside Health to support K-12 COVID-19 testing for your district, or have questions about our program, please contact us at [testing@goodsidehealth.com](mailto:testing@goodsidehealth.com)

